

## FEDERAL DOLLARS AND SENSE

SHOULD YOU BE DOING BUSINESS WITH THE WORLD'S LARGEST CUSTOMER?

*Did you know???*

- The U.S. Government buys about \$300 billion in goods and services each year -- everything from paper clips to space ships, janitorial services to cancer research.
- Thousands of contracts each year bypass small firms that do not know of or understand government buying.
- The Small Business Administration is responsible for ensuring that small business obtains a fair share of government contracts and subcontracts.

**To learn how your company can benefit, you must attend this workshop!**

Here's what you'll learn:

- Whether the government buys your product or service
- How to market to government agencies
- The fundamentals of government contracting
- How to locate free resources for assistance

Federal agencies participating:

- Hill AFB
- F.E. Warren AFB
- BLM
- Wyoming Business Organizations
- Forest Service

**When:**    **June 25, 2004**  
              **8:00 a.m. Check-in**  
              **8:30 a.m. - 12:00 p.m. Workshop**

**Where:**    **White Mountain Library**  
              **2935 Sweetwater Drive**  
              **Rock Springs, Wyoming 82901**

**Cost: FREE**

*Sponsored by: U.S. Small Business Administration, Wyoming Women's Business Center, Wyoming Small Business Development Center, Wyoming GRO-Biz (PTAC), Wyoming Business Council.*

### REGISTRATION FORM

**All small businesses are welcome.**

**Please register before the 11<sup>th</sup> of June to the following individuals:**

Mail:        Jeff Sneddon  
              Small Business Administration  
              Wyoming District Office  
              100 East "B" Street, Room 4001  
              P.O. Box 2839  
              Casper, WY 82602-2839  
e-mail:     [jeffrey.sneddon@sba.gov](mailto:jeffrey.sneddon@sba.gov)  
Phone:     307-261-6515  
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Ms. Pat Stille  
Wyoming GRO-Biz (PTAC)  
1400 Dewar Drive, Suite 208C  
Rock Springs, WY 82901

[stille@wyoming.com](mailto:stille@wyoming.com)  
307-362-2110  
307-382-3217

Please reserve \_\_\_\_\_ seats for workshop

Attendee Name(s): \_\_\_\_\_

Company Name: \_\_\_\_\_ Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone/Fax/E-mail: \_\_\_\_\_

The cooperation of the U.S. Small Business Administration does not constitute or imply its endorsement of any opinions, products, and/or services. Reasonable arrangement for persons with disabilities will be made if requested at least two weeks in advance. All SBA programs are extended to the public on a nondiscriminatory basis.